

Alcorn State University
Notice of Proposed Sole Source Purchase
SSP2022-02
RFx3150003844

Alcorn State University anticipates purchasing the services/products listed below as a sole source purchase. Anyone objecting to this purchase shall follow the procedures outlined below.

1. Commodity or commodities to be purchased (make, model, description):

*Models of each item are noted on quotes.

Wenger SoundLok: Sound Isolation rooms for practice during class

Wenger Acoustical Panels: System of 3" and 4" sound absorption and diffusion panels

Wenger Music Library System: Space saving high density storage for sheet music

Wenger Legacy Select Shells: Portable full stage acoustic shell

StageTek Staging: Multifaceted staging system to create stages and risers all over campus

Legacy Classic Shells: Portable mid-size shell for band room and site use

Wenger Acoustical Doors: Superior sound isolation of low mid and high frequencies

2. Explanation of the need to be fulfilled by this item(s), how is it unique from all other options, and why it is the only one that can meet the specific needs of the department:

No other manufacture offers Wenger's breadth of product solutions...music stands to practice rooms to fixed audience seating to full-stage acoustical shells. Wenger assures us that we are receiving a quality product along with experienced installation. Wenger is the only known source that can provide all the aspects needed for the Alcorn State University Music program to compete on a National Level. Wenger is the standard expected nationwide. Wenger products are professionally designed and manufactured by Wenger. They are the sole source.

3. Name of company/individual selling the item and why that source is the only possible source that can provide the required item(s):

Wenger products are designed and tested to withstand the special rigors of the music education/performance market. Many products have been offered for 20+ years thereby proving themselves as successful and valued solutions in real-life usage.

Wenger was the creator of many of the products that are used so widely in our industry today (examples: acoustical shells, choral risers, music posture chairs, etc.)

Many Wenger employees have experience as music educators, or professional or amateur musicians. No other company has researched the market as thoroughly as has Wenger. Wenger employees are viewed as experts frequently presenting at national and international conventions and association meetings.

Direct Sales Model: allows for a complete offering from sale, technical design service, the right solution for each customer, and provides for complete installation (from unpacking to assembly to debris clean-up). Consultative Approach – Wenger discusses customer's needs and understands the customer's perspective, providing a unique solution not a cookie cutter approach.

Warranties on each product:

Wenger SoundLok: 5 years

Wenger Acoustical Panels: 5 years

Wenger Music Library System: 10 years

Wenger Legacy Select Shells: 5 years

StageTek Staging: 5 years

Wenger Acoustical Doors: 5 years

4. Estimated cost of item(s) and an explanation why the amount to be expended is considered reasonable:

Estimate cost of items are \$299,172.39.

Pricing is based on negotiated contract pricing offered through a national purchasing contract. These prices are significantly lower than retail. By purchasing all the items directly from Wenger, the school can save significantly on delivery and coordination for installation.

5. Explanation of the efforts taken by the department to determine this is the only source and the efforts used to obtain the best possible price:
- We have contacted other NASM accredited music schools regarding Wenger products.
 - World Wide Web searches for music acoustic panels and sound Lok ensemble rooms.
 - Researched Manhasset Music Company in order to compare prices and products. Manhasset carried competitive music stand prices but did not have any of the other products that we need: Acoustical Doors, Stage Tek Staging, Music Library System, Acoustical Panels, or Sound Lok technology

Advertisement Schedule	Date
1 st scheduled	September 10, 2021

2 nd scheduled	September 17, 2021
Response Deadline from Objectors	September 29, 2021 at 2:00 pm Central Time

Any person or entity that objects and proposes that the services/products listed is not sole source and can be provided by another person or entity shall submit a written notice to:

Mertha George

Purchasing Agent

mgeorge@alcorn.edu

Subject Line must read **“Sole Source Objection”**

The notice shall contain a detailed explanation of why the services/products is not a sole source procurement. Appropriate documentation shall also be submitted if applicable.

If after a review of the submitted notice and documents, ASU determines that the services/products in the proposed sole source request can be provided by another person or entity, then ASU will withdraw the sole source request publication from the procurement portal website and submit the procurement of the commodity to an advertised competitive bid or selection process.

If ASU determines after review that there is only one (1) source for the required commodity, then ASU will appeal to the Public Procurement Review Board. ASU will have the burden of proving that the services/products are only provided by one (1) source.

September 07, 2021

The Clarion Ledger
P.O. Box 40
Jackson, MS 39205-0040

Dear Sir or Madam:

Please run the enclosed notices on September 10, 2021 and September 17, 2021.

After the last run, please send one (1) copy of the proof of advertisement to us.

Very truly yours,

Mertha George
Mertha George
Purchasing Agent